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FOR MANUFACTURING, BUSINESS AND RESIDENCE PURPOSES AT

ALBERTA, VIRGINIA

At the Junction of Virginian and Seaboard Air Line Railways

For ten days, beginning next Monday, September 5th; the owners of large properties at Alberta, Va., will be on the ground prepared to give away, absolutely without cost, eligible lots for manufacturing or other business sites; for all public purposes and for residences, to people who desire and are prepared to utilize them within a reasonable space of time. Correspondence and personal interviews solicited.

Alberta has already been surveyed and laid off for wide macadamized streets and granolithic sidewalks. There is an abundant water supply, healthful climate, good roads, good schools and churches. It is in the midst of Virginia's finest hardwood timber section and is surrounded by a back country famous for Tobacco, Grain, Grazing Lands, and Peanuts.

To manufacturers Alberta offers a site close to raw material, cheap cost of living, abundant water supply, excellent freight facilities and rates, ample side trackage for woodworking and other plants.

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Editor, THE BRUNSWICK GAZETTE, says:

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Address all Communications to

CHAS. A. BARROW,
Alberta, Va.

A MODERN OPPORTUNITY FOR MEN OF PROGRESS

VIRGINIA APPLES A GREAT INDUSTRY

(Continued from First Page.)

Crozet yesterday, and I was told that at least a thousand people were expected to attend. One will be in session at Coveville to-morrow, and it will be attended by quite as many as that at Crozet. Instructors from the far-away Hood River country in Oregon are employed in these institutes to tell our people how these Oregon fruit-growers pack their goods so nicely and so successfully.

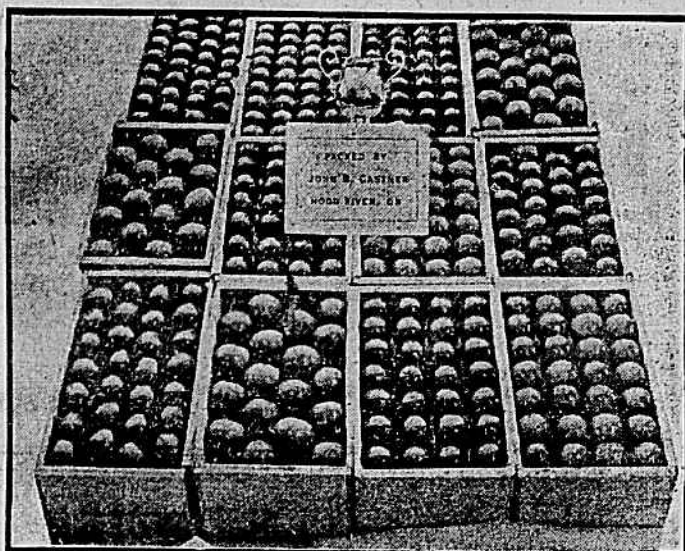
I have been reading after one of these Hood River fellows, John B. Castner, and he tells me that one of the most important factors of the apple industry out in his country is not the most important, is the pack. For in this day the apple buyers and consumers of the world are demanding that the fruit be put up in number one shape. That is, that the fruit be graded and packed so they get what they pay for.

An Expert's Views.
Mr. Castner writes:
"When I say that the pack should be considered first, I mean that no matter how fine a grade of fruit we have, unless the pack be what it should be, the fruit is in the rough handling and long distance it is shipped, will not be in first-class condition when it is placed on the market. The one thing we should do is to try and improve the methods of packing, instead of leaving it as it is, for this is an era of advancement. There should be some pressure brought to bear on the grower as well as the packer to improve the grade of fruit and pack. For by our fruits we are known. There seems to be an inclination all over the Northwest to improve the method of packing the apple as the National Apple Growers' Association proved to those who attended that it does not pay to put poor fruit on exhibition. Of course, we of different districts have different ideas and methods of packing our fruit, but the main thing is to have a good pack and number one fruit in the box. We expect to get the top price. The question arises: How are we to improve our system of packing and keep up to standard? Will the growers themselves take the responsibility and see that it is done right, or leave it all to the packers?"

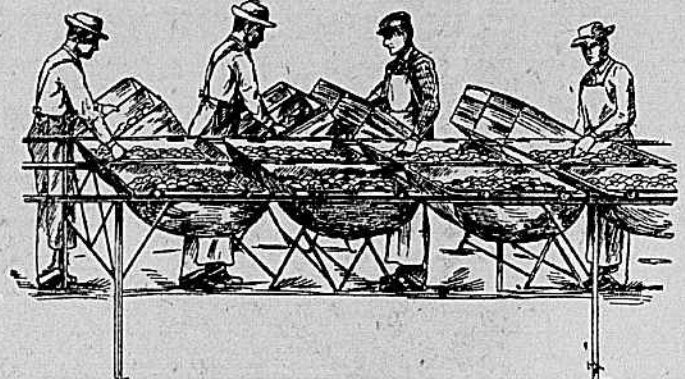
Getting Down to Business.
The trouble so far has been that the responsibility has all laid with the packers, the growers not seeming to know what should go as number one fruit. The grower should, by all means, besides knowing how to raise the fruit, educate himself to the methods of packing it. It would be one of the most important lessons he could learn in the great apple-growing industry. The style of packing has changed wonderfully in the last few years. The old-style pack of straight four-tier, and, in fact, all straight packs, are giving way to the diagonal pack, which seems to give better satisfaction in shipping, as the fruit does not bruise so easily. With the old style straight pack, where one apple rests entirely on the one below it, if the pack is the least bit high when the cover is put on every apple will be more or less bruised, while with the improved methods of the diagonal pack, which seems to give better satisfaction in shipping, as the fruit does not bruise so easily. With the old style straight pack, where one apple rests entirely on the one below it, if the pack is the least bit high when the cover is put on every apple will be more or less bruised, while with the improved methods of the diagonal pack, which seems to give better satisfaction in shipping, as the fruit does not bruise so easily. With the old style straight pack, where one apple rests entirely on the one below it, if the pack is the least bit high when the cover is put on every apple will be more or less bruised, while with the improved methods of the diagonal pack, which seems to give better satisfaction in shipping, as the fruit does not bruise so easily.

No More Barrels For No. 1.
It will be observed that Mr. Castner speaks altogether of "boxes" and "box packing," and nowhere mentions barrels. I did not know it before, but he informs me that the apple growers of the Pacific coast never, nowadays, pack any No. 1 apples in barrels, experience having shown that box packing is better, and is really cheaper, inasmuch as the goods are more economically handled. I understand that the experts who are now holding institutes in the Virginia orchards are advocating box packing altogether, and teaching only that method. Barrels do all right for second and third-class fruit, but not for No. 1 apples, so say the experts. Well, if there is anything new to be learned about packing or anything else in connection with the apple industry the Virginia apple-growers ought to know it, and what is more, they are going to know all about it before they get

BOX PACKING FOR APPLES



Modern Way of Packing Apples.



The Quick Pack Distributor.

through with their schools and their institutes.

Richmond As an Apple Market.

Several apple-growers up in Albemarle county, two at least, asked me the other day why Richmond was not a great apple market and apple-storing and distributing center, a place where all of the Virginia apple crop may be sent and stored and sold from here throughout the country and in foreign lands. I told him it was just that thing, and it is, too, to a certain extent. The fact is that Virginia apples are so popular in the North and elsewhere that big buyers rush to Virginia in the early season and buy out the orchardists before the fruit is even ripe.

The orchards are to-day full of these fellows looking at the fruit on the trees and bargaining for it. I heard the other day that the orchardists are holding stiff for more money than the early buyers have offered, and in consequence rather few big deals have yet been made. However, these New York fellows do not buy all of the Virginia apples in this way, and the Richmond commission merchants handle a great many of them, disposing of them in the Southern States and in European markets. One dealer showed me considerable orders on his desk only yesterday from Denmark, England and Germany. Richmond has common storage for 100,000 barrels of apples; that is, storage room for that many apples that need not be held longer than three months. It has cold storage capacity for 50,000 barrels, and all of this capacity is utilized every year. As the orchards in the State increase and the production is enlarged there will be provided more storage room, and all of the facilities for handling immense apple crops will be increased as there is demand for them. Indeed, Richmond is a great apple market and fruit distributing point, and in time it will be a much greater one. Perhaps the ignorance of these facts on the part of the orchardists I saw is due largely to the fact that the Richmond commission merchants who handle apples and other things do too little advertising. The apple industry in Virginia has reached mammoth proportions, and it is growing larger and larger every year, and Richmond should by all means be the distributing point for Virginia-grown apples.

MAKING CIGARS IN BIG RICHMOND

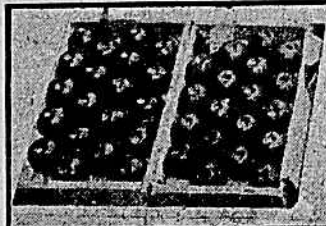
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dried, ordered and prepared for manufacture into the smokers. The third floor is allied with stock on one part and on the other part is the machinery which does the cutting and screening of the tobacco, and yet another part of this floor is utilized as a casing and shipping room.

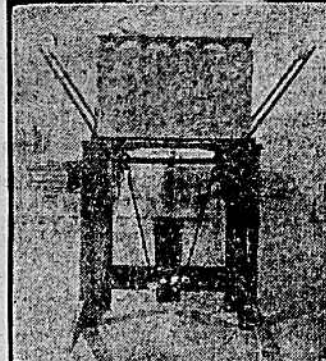
The second floor is a beehive of busy workmen and working women, for here is where the many wheels of many machines are whirling around, and where 275 to 300 people are making those machines turn out cheroots and cigars that are being sold in thirty-two States of this great Union, from ocean to ocean and from Canada to the Gulf, even in the State of Florida.

First-Class Machinery.
The factory which started five years ago with only a half-dozen girls rolling cigarettes by hand is now equipped with thousands of dollars' worth of modern machinery and employs several hundred people to run the machines and do the hand-rolling necessary to keep up with orders that come from all over the United States. This machinery consists of strippers, cutters, screens, blowers, bunchers and, indeed, all of the machinery that inventive genius has been able to bring to the aid of the cigar and cheroot manufacturer, and it is in this well-equipped and well-managed factory that the famous Green Turtle cigars and Gordon cheroots are made, and it is here also that the new brand of cigars known as the Verbosa is made by hand, and the cigars and cheroots are being made at the rate of from 125,000 to 150,000 per day, and being shipped as fast as made.

The officers of the company are J. Stanford Hutcherson, president and treasurer; C. E. Johnson, vice-president and secretary, and these, with Oscar Higgins, John A. Hutcherson and T. H. Kirk, compose the board of directors, and their good work in the short space of five years in building up such a business shows what wide-awake men can do in this great town of Richmond while some other people



The Small Box Pack.



The Apple Box Press.

are sitting around and wondering what is the matter with Richmond anyhow?

The Thing to Do.
One thing that is the matter with Richmond is that half the people do not know and do not try to find out what the other half are doing. That one-half don't want to do a little stirring on its own account. It might at least help the other half do even greater things by boosting them, their enterprise and the things they make, and by talking up big Richmond and every good thing that big Richmond makes, and by cutting out that everlasting knocking of Richmond and Richmond products. It is certainly not to any city's credit that when a good thing is made in that city, be it a steam engine, a plow, a patent medicine, a paper bag, a cigar or a cheroot, or anything else that has merit, the maker has to go elsewhere to find friends and to find a market. It is true that there is no big manufacturing establishment in Richmond that could depend alone on Richmond or Virginia patronage for a living and for complete prosperity, but Richmond consumers and Richmond sellers and distributors ought in all common sense and for the good of Richmond to give preference to Richmond-made goods, no matter what they are, if they have merit and are as good as can be, and as are being made in other cities.

Every factory in Richmond, be it a tobacco factory, a nail factory, a stove factory, a box factory, a shoe factory, a flour-making factory, a cigar factory or any other kind of factory, must have pay-roll and the larger the better for the city, for the wages the employees draw are spent in Richmond. Hence, to a greater or less extent every citizen is a partner in every factory in the town and a sharer in the profits. It follows, therefore, as clearly as the day follows the night, that it is to the interest of every consumer and every dealer to give Richmond-made goods of whatever character the preference, for be it understood that home popularity for any article that is made under the sun is of itself a good advertisement for such goods merit and are as good as can be, and as are being made in other cities.

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Be True to Yourself.
Yes, if the whole town and the whole State were bristling with that kind of city pride and State pride and loyalty there would be less of the talk that is sometimes heard to the effect that nobody has a chance nowadays to do business unless they are in the trust or have an alliance with some kind of an imaginary all-powerful combine. The young men I have been talking about were not scared off their feet by the horrid word "trust."

They knew there was such a thing, so called, and they knew of the dimensions of its business, but they were not afraid of it, for full well they knew that energy, hustle, good goods and up-to-date business methods would tell in the end, trusts or no trusts. There are lots of young men like these in Richmond and ready to come to Richmond to do business in any and all lines whenever they can feel assured that Richmond is loyal to herself and her own interests, and so loyal that all the people will help in all legitimate ways. One way of helping is to let Richmond be Richmond's most loyal customer for Richmond-made goods.

KING CORN AT THE STATE FAIR

(Continued From First Page.)

to stimulate the ambition and energy of the rising generation of Virginia farmers, the management of the fair offers this year a boys' corn club special of \$1.85 in twenty-four cash prizes. There are eight classes in this special, four each for white corn and yellow corn, single ear, five ears, ten ears and twenty ears, with first premium of \$25 for twenty ears of white corn and \$12.50 for twenty ears of yellow corn. Other first premiums for white corn are \$15 for ten ears, \$10 for five ears and \$5 for single ear; for yellow corn, \$7.50 for ten ears, \$5 for five ears, and \$2.50 for single ear.

Since the last State Fair boys' corn clubs have been organized all over the State, and the exhibits in this class will be of special interest.

Educational Value of Exhibits.
The corn exhibit this year will have the most prominent place in the farm products building, and the first time since the organization of the Virginia State Fair Association an entire building is devoted to the exhibits of farm products and special attention will be given to the effective arrangement of exhibits in this department, making this exhibition pre-eminently the Virginia farmers' fair.

The liberality of the management in the matter of cash premiums and in the excellent provision made for the care of exhibits is an incentive to the farmers in all parts of the State to make the exhibits at Richmond this year truly representative of the agricultural progress in the old Dominion, and especially of the achievement in the cultivation of corn, in which Virginia is rapidly coming to the front. In this respect the educational value of the corn exhibits command special attention.

There are no entry fees in the farm products department, and no charge for space occupied by exhibits. All entries must be in by Saturday, September 17, when the books of entry are closed in the office of the Virginia State Fair Association, Mutual Building, Richmond. Entries are now coming in, and there is still time to obtain entry blanks and premium lists by sending a postal card to Mark R. Lloyd, general manager, 3 Mutual Building, Richmond.

Exhibits in the corn classes must be in place ready for inspection by 5 P. M. September 29. Duly entered exhibits may be forwarded by express or freight (prepaid), address to Mark R. Lloyd, General Manager, State Fair of Virginia, Richmond, and will be taken to the grounds and placed on exhibition, provided that notice in writing is given the general manager and exhibits arrive in Richmond on or before Wednesday, September 28, otherwise same must be delivered by exhibitor at Fair Grounds.

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3% on \$1,000.00 for one year is \$30.00
\$10.00

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